

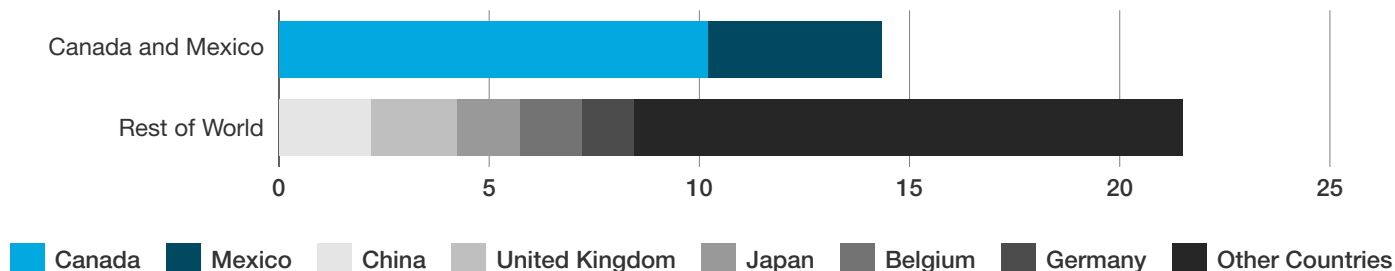
# USMCA Passage is Critical for Pennsylvania Manufacturers and Workers



## ECONOMY AND EXPORTS

Trade is important for Pennsylvania, helping Pennsylvanians sell more of what they make to more customers around the world. More sales equal more well-paying jobs and a stronger economy across the state. Pennsylvania's ability to sell more American-made products to Canada and Mexico is tied directly to tariff-free and rules-based trade in North America.

### Canada and Mexico purchase two-fifths of Pennsylvania's total global manufacturing exports Pennsylvania Manufactured Goods Exports, in Billions of U.S. Dollars, 2018



Source: U.S. Department of Commerce

**Pennsylvania's Top Exports to Canada and Mexico:** chemicals; electrical equipment and components; food and beverages; iron and steel; fabricated metal products; agriculture, construction and mining machinery; plastics; other machinery; paper products; petroleum and coal products.

**Pennsylvania's Manufacturers Rely on North America:** Canada and Mexico represent less than 4 percent of the global economy, but they are big purchasers of Pennsylvania goods, purchasing substantial portions of Pennsylvania's foreign sales of major manufactured goods, supporting well-paying jobs in communities across Pennsylvania.

### 60% BIGGER

Pennsylvania's chemicals exports to Canada and Mexico have increased by more than 60 percent over the last decade.

### 60% BIGGER

Pennsylvania's electrical equipment exports to Canada and Mexico have increased by more than 60 percent over the last decade.

### SMEs = WINNERS

Pennsylvania's small- and medium-sized businesses comprise 71 percent of the state's exporters of chemicals to Canada and Mexico, and 75 percent of the state's exporters of electrical equipment to Canada and Mexico.

## ONE OUT OF FOUR

Pennsylvania Manufacturing Firms Export to Canada and Mexico

- 3,072 firms
- 80 percent are small- and medium-sized businesses supporting local economies

## MORE THAN 42,900

Pennsylvania Manufacturing Jobs Depend on Manufacturing Exports to Canada and Mexico

- Export-dependent jobs are usually full time, pay higher-than-average wages and offer real career opportunities to middle-class workers.
- Pennsylvania manufacturing workers make on average \$72,151 in total annual compensation compared to \$49,059 for workers across all private nonfarm industries.

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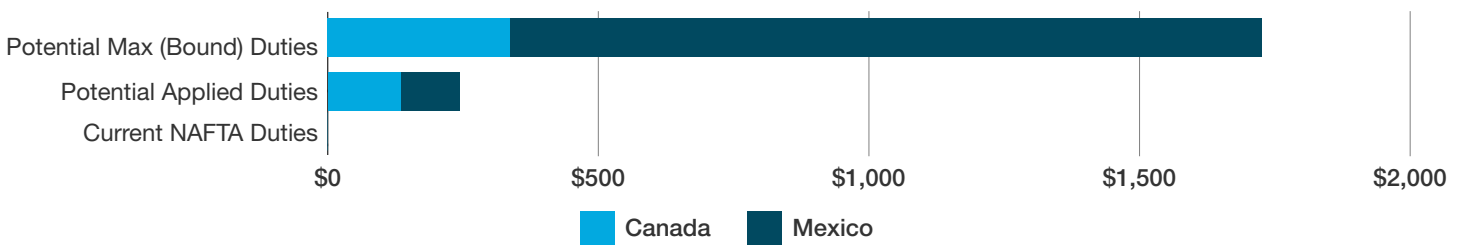
**NATIONAL ASSOCIATION OF**  
**Manufacturers**

# Pennsylvania Without the U.S.–Mexico–Canada Trade Agreement: Less Manufacturing and Fewer Jobs

Without tariff-free trade across North America secured by a strong trade agreement, Pennsylvania’s manufactured goods exports to Canada and Mexico could face a minimum of \$244 million to \$1.7 billion in extra taxes (compared to zero tariffs today).

As a result, many of Pennsylvania’s manufacturers and the workers and communities they support would lose sales as competitors from Europe and Asia continue to enjoy zero tariffs. The result would be less manufacturing production and fewer well-paying American jobs in Pennsylvania and throughout the United States.

## Tariffs on Pennsylvania Manufacturers Exporting to Canada and Mexico (in Millions of U.S. Dollars):



Source: NAM analysis of data reported by the U.S. Department of Commerce

## In Brief: Pennsylvania’s Manufacturing Trade and Employment Data \$88 Billion in Total Manufacturing Output (2017)

<b>Total Manufactured Goods Exports:</b> <b>\$36 billion</b> To World (2018) <b>\$14 billion</b> To Canada/Mexico (2018)		<b>Manufacturing Firms:</b> <b>12,466</b> Total Manufacturing Firms (2015) <b>3,072</b> Manufacturing Firms Exporting to Canada/Mexico	
<b>Employment:</b> <b>565,733</b> Total Manufacturing Employment (2018) <b>42,981</b> Manufacturing Employment Tied to Exports to Canada/Mexico		<b>Average Annual Compensation:</b> <b>\$72,151</b> Manufacturing (2016) <b>\$49,059</b> Nonfarm Business (2016)	

Source: NAM analysis of data reported by the U.S. Department of Commerce

Congressional passage of the United States–Mexico–Canada Agreement will help Pennsylvania manufacturers grow in the United States, compete globally and support millions of well-paying manufacturing jobs across the country.

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